

Message Text

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PAGE 01 KUWAIT 02120 181356Z

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 181245Z MAY 75

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 3009

AMKMNSUL DHAHRAN 2045

AMEMBASSY JIDDA

UNCLAS KUWAIT 2120

E.O. 11652: N/A

TAGS: BEXP KU SA

SUBJECT: LOCAL COMPANY WANTS TO BUY STEEL

1. PROMINENT LOCAL BUSINESS FIRM WITH OPERATIONS IN SAUDI ARABIA HAS WRITTEN TO EMBASSY INDICATING NEED FOR STEEL. LETTER IS FROM REZAYAT TRADING COMPANY (WTD 10/72), POBOX 106, SAFAT, KUWAIT; TELEPHONE 433775; CABLE REZAYAT; TELEX REZAYAT KUWAIT 2070. PRESIDENT OF REZAYAT IS ABDULLA ALIRAZA ONE OF MOST PROMINENT BUSINESSMEN IN KUWAIT. REZAYAT IS VERY LARGE FAMILY COMPANY BASED HERE AND WITH OPERATIONS IN UK, SAUDI ARABIA AND LOWER GULF.

2. IN LETTER DATED MAY 11 EMBASSY INFORMED REZAYAT NEEDS ANNUALLY 7000 TONS STEEL FOR JOINT VENTURE SAFAMI (SAUDI ARABIAN FABRICATED METALS INDUSTRY, LTD; POBOX 328, AL-KHOBAR, SAUDI ARABIA). JOINT VENTURE PARTNER IS WILLIAMS INTERNATIONAL OF TULSA. EMBASSY REQUESTED FIND COMPANY THAT IS INTERESTED IN STOCKING MATERIAL ON CONSIGNMENT BASIS. REZAYAT WOULD SEND DETAILED SPECIFICATIONS TO INTERESTED COMPANIES.

3. ACTION REQUESTED: COMMERCE REQUESTED BRING THIS TRADE OPPORTUNITY TO ATTENTION APPROPRIATE US FIRMS WHO SHOULD BE ADVISED COMMUNICATE DIRECTLY WITH REZAYAT. EMBASSY WOULD APPRECIATE BEING ADVISED BY COMMERCE ASAP WHICH US COMPANIES EXPRESS INTEREST IN REZAYAT REQUIREMENT.

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